

Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

- 8.7%

Year-Over-Year
Change in
Closed Sales
All Properties

- 18.9%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 24.2%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	117	118	+ 0.9%	423	372	- 12.1%
Closed Sales	92	86	- 6.5%	340	296	- 12.9%
Median Sales Price*	\$218,750	\$176,250	- 19.4%	\$192,600	\$195,000	+ 1.2%
Inventory of Homes for Sale	1,007	761	- 24.4%	--	--	--
Months Supply of Inventory	8.8	6.6	- 24.9%	--	--	--
Cumulative Days on Market Until Sale	161	151	- 6.5%	140	144	+ 2.8%
Percent of Original List Price Received*	88.5%	90.6%	+ 2.5%	88.5%	89.8%	+ 1.5%
New Listings	247	192	- 22.3%	673	560	- 16.8%

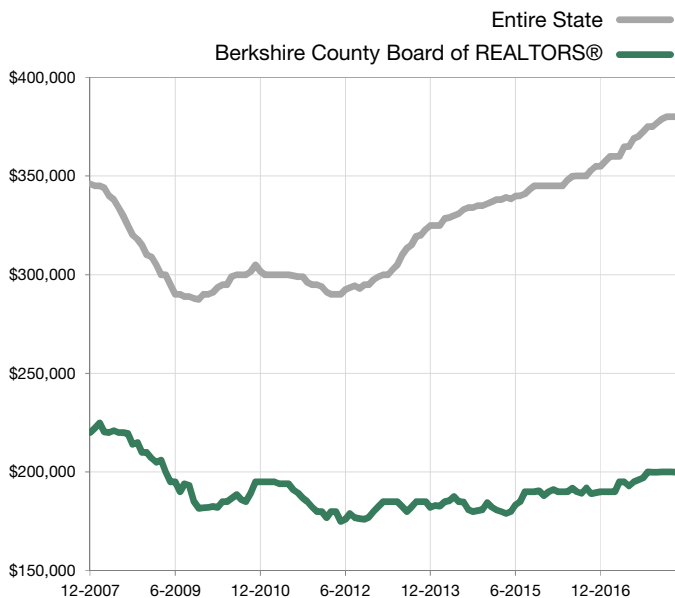
Condominium Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	13	12	- 7.7%	41	37	- 9.8%
Closed Sales	12	9	- 25.0%	29	33	+ 13.8%
Median Sales Price*	\$191,000	\$215,000	+ 12.6%	\$193,900	\$225,900	+ 16.5%
Inventory of Homes for Sale	198	152	- 23.2%	--	--	--
Months Supply of Inventory	20.3	13.3	- 34.4%	--	--	--
Cumulative Days on Market Until Sale	156	221	+ 41.0%	169	219	+ 30.0%
Percent of Original List Price Received*	91.1%	93.6%	+ 2.7%	91.0%	91.8%	+ 0.9%
New Listings	39	26	- 33.3%	84	66	- 21.4%

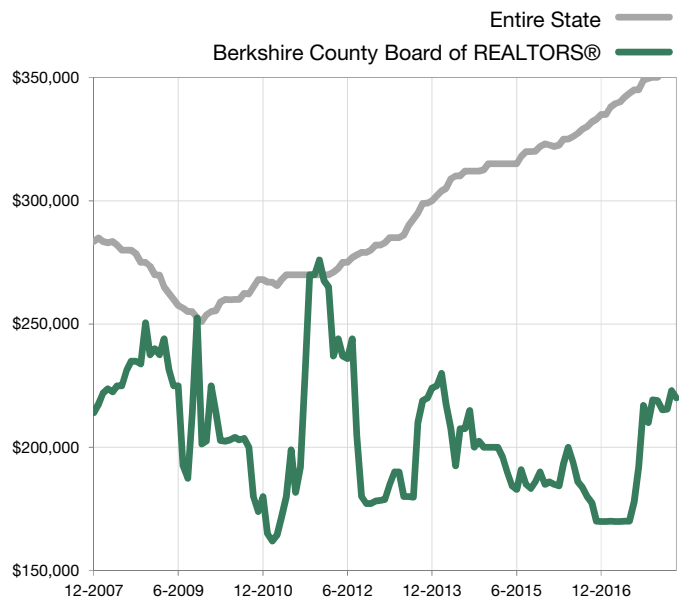
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

- 0.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.1%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 21.6%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	533	571	+ 7.1%	1,845	1,710	- 7.3%
Closed Sales	450	428	- 4.9%	1,514	1,417	- 6.4%
Median Sales Price*	\$385,000	\$397,000	+ 3.1%	\$374,000	\$400,000	+ 7.0%
Inventory of Homes for Sale	2,921	2,263	- 22.5%	--	--	--
Months Supply of Inventory	5.9	4.8	- 17.3%	--	--	--
Cumulative Days on Market Until Sale	140	103	- 26.1%	141	115	- 18.4%
Percent of Original List Price Received*	94.5%	95.7%	+ 1.3%	93.4%	94.4%	+ 1.1%
New Listings	822	824	+ 0.2%	2,639	2,449	- 7.2%

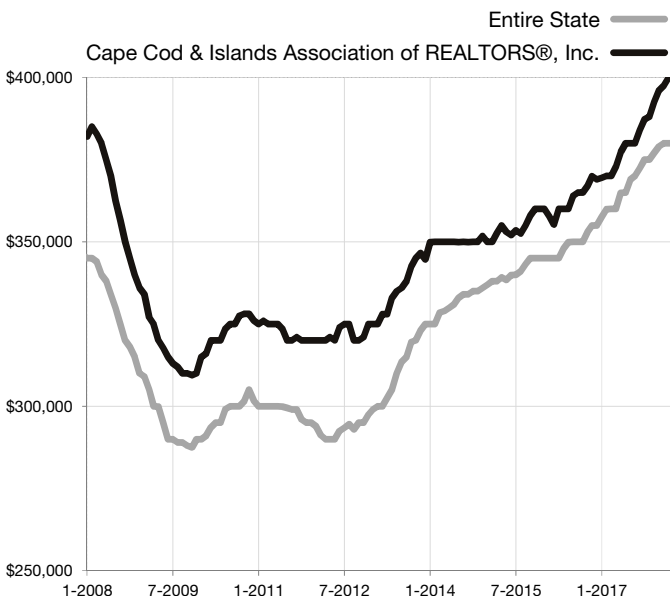
Condominium Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	104	118	+ 13.5%	376	386	+ 2.7%
Closed Sales	98	115	+ 17.3%	308	328	+ 6.5%
Median Sales Price*	\$255,000	\$299,900	+ 17.6%	\$245,000	\$283,000	+ 15.5%
Inventory of Homes for Sale	584	486	- 16.8%	--	--	--
Months Supply of Inventory	5.7	4.5	- 21.8%	--	--	--
Cumulative Days on Market Until Sale	159	115	- 27.5%	151	116	- 23.2%
Percent of Original List Price Received*	95.0%	95.6%	+ 0.6%	94.9%	95.0%	+ 0.2%
New Listings	132	175	+ 32.6%	489	546	+ 11.7%

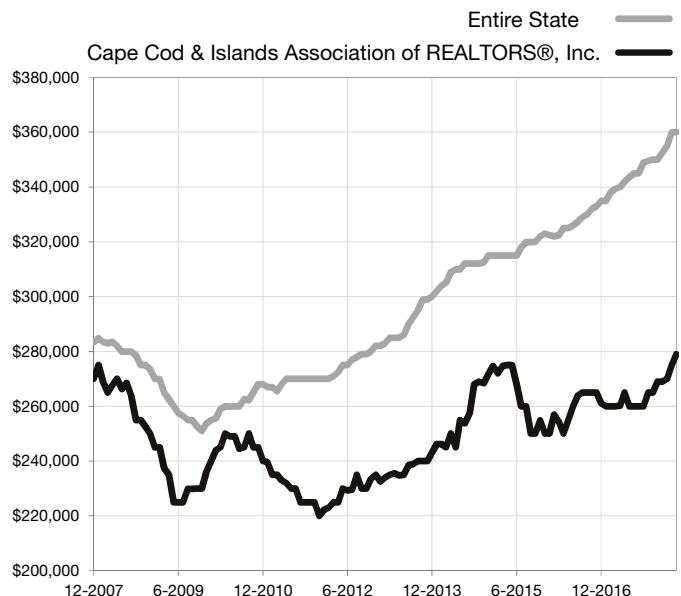
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1,391	1,532	+ 10.1%	4,296	4,272	- 0.6%
Closed Sales	851	852	+ 0.1%	3,041	2,864	- 5.8%
Median Sales Price*	\$590,000	\$612,000	+ 3.7%	\$545,000	\$570,250	+ 4.6%
Inventory of Homes for Sale	2,575	2,089	- 18.9%	--	--	--
Months Supply of Inventory	2.2	1.8	- 18.2%	--	--	--
Cumulative Days on Market Until Sale	62	50	- 19.4%	70	56	- 20.0%
Percent of Original List Price Received*	99.7%	100.6%	+ 0.9%	97.8%	99.0%	+ 1.2%
New Listings	1,942	2,163	+ 11.4%	5,740	5,585	- 2.7%

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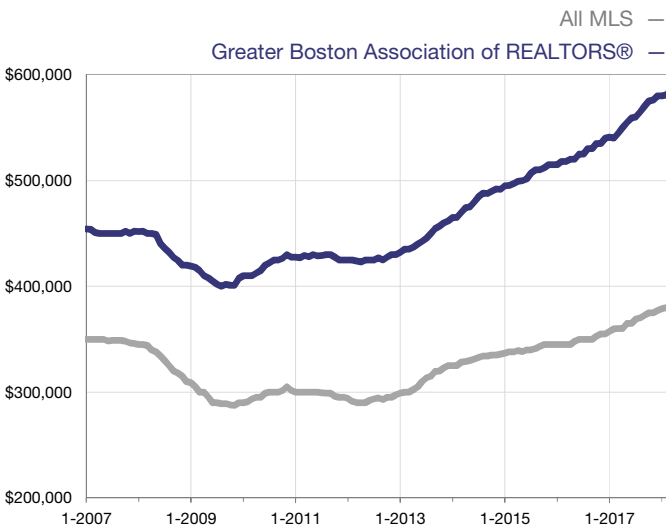
Condominium Properties

Key Metrics	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1,131	1,216	+ 7.5%	3,661	3,690	+ 0.8%
Closed Sales	739	859	+ 16.2%	2,653	2,701	+ 1.8%
Median Sales Price*	\$520,000	\$588,000	+ 13.1%	\$515,000	\$550,000	+ 6.8%
Inventory of Homes for Sale	1,529	1,417	- 7.3%	--	--	--
Months Supply of Inventory	1.6	1.5	- 6.3%	--	--	--
Cumulative Days on Market Until Sale	42	37	- 11.9%	49	46	- 6.1%
Percent of Original List Price Received*	101.2%	101.9%	+ 0.7%	99.7%	100.3%	+ 0.6%
New Listings	1,397	1,676	+ 20.0%	4,530	4,600	+ 1.5%

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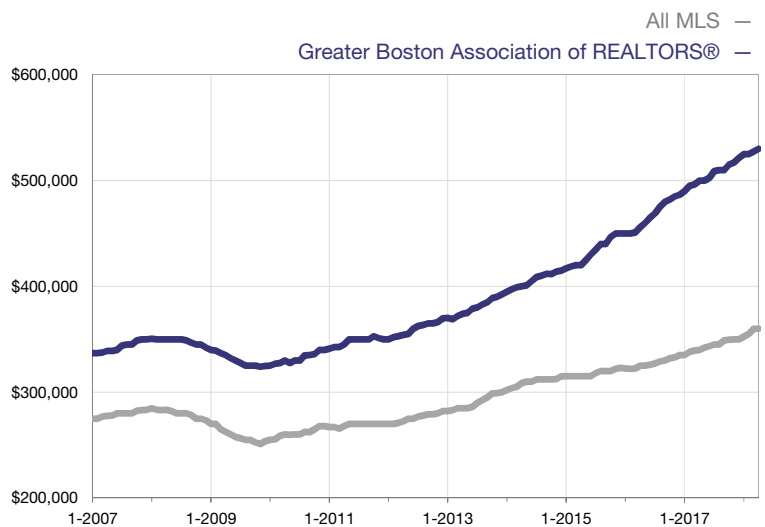
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

+ 9.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.4%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 34.0%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	85	119	+ 40.0%	314	360	+ 14.6%
Closed Sales	87	93	+ 6.9%	267	281	+ 5.2%
Median Sales Price*	\$249,900	\$265,000	+ 6.0%	\$250,550	\$261,000	+ 4.2%
Inventory of Homes for Sale	349	240	- 31.2%	--	--	--
Months Supply of Inventory	3.9	2.5	- 35.0%	--	--	--
Cumulative Days on Market Until Sale	102	76	- 25.4%	95	84	- 11.7%
Percent of Original List Price Received*	96.2%	95.6%	- 0.6%	95.8%	95.5%	- 0.3%
New Listings	120	111	- 7.5%	410	416	+ 1.5%

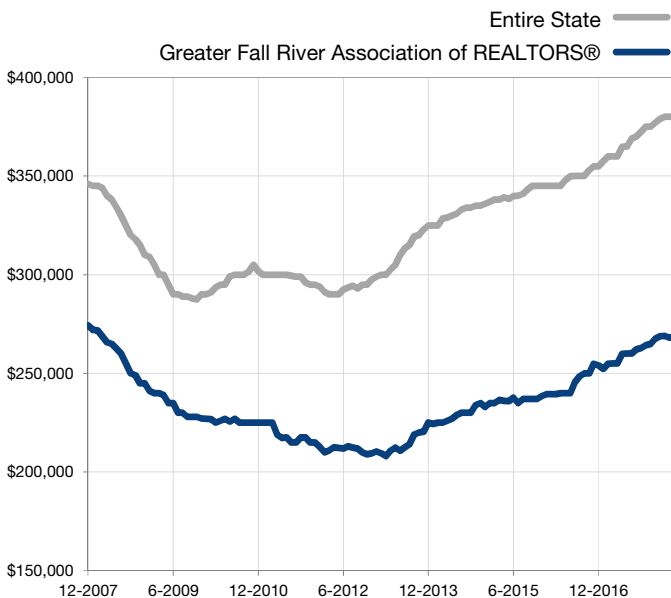
Condominium Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	13	10	- 23.1%	47	35	- 25.5%
Closed Sales	7	10	+ 42.9%	33	30	- 9.1%
Median Sales Price*	\$152,000	\$195,500	+ 28.6%	\$176,500	\$165,500	- 6.2%
Inventory of Homes for Sale	45	20	- 55.6%	--	--	--
Months Supply of Inventory	4.8	2.0	- 57.4%	--	--	--
Cumulative Days on Market Until Sale	66	121	+ 84.7%	93	84	- 9.8%
Percent of Original List Price Received*	89.6%	96.5%	+ 7.7%	93.9%	95.9%	+ 2.1%
New Listings	14	15	+ 7.1%	49	42	- 14.3%

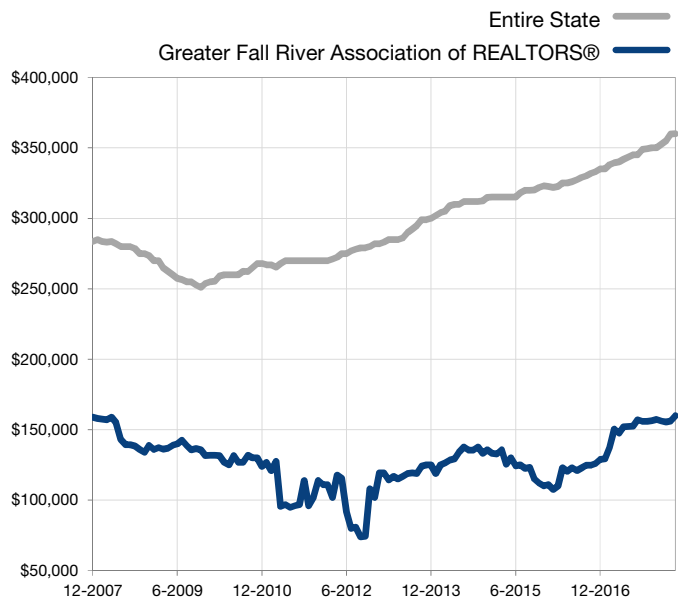
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport Association of REALTORS®

+ 6.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 13.8%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 23.0%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	60	77	+ 28.3%	210	220	+ 4.8%
Closed Sales	47	49	+ 4.3%	172	157	- 8.7%
Median Sales Price*	\$430,000	\$475,000	+ 10.5%	\$419,500	\$470,000	+ 12.0%
Inventory of Homes for Sale	187	142	- 24.1%	--	--	--
Months Supply of Inventory	2.9	2.4	- 17.1%	--	--	--
Cumulative Days on Market Until Sale	72	58	- 20.2%	94	82	- 12.9%
Percent of Original List Price Received*	97.6%	99.0%	+ 1.5%	95.8%	96.6%	+ 0.8%
New Listings	107	115	+ 7.5%	314	300	- 4.5%

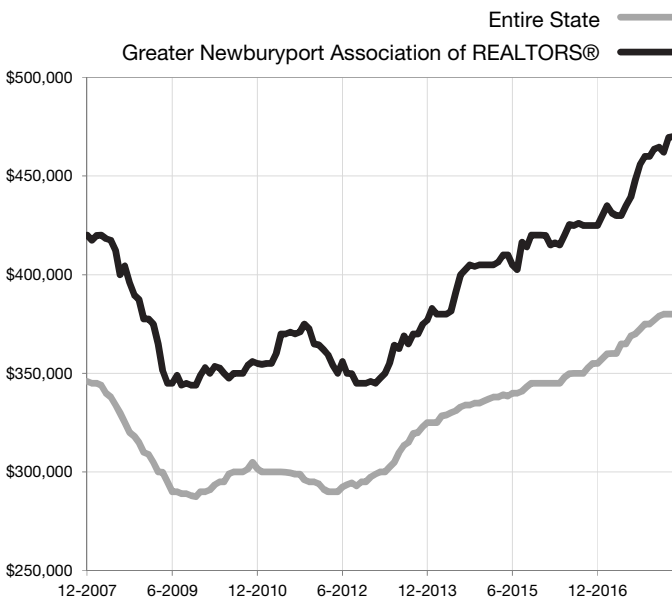
Condominium Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	47	30	- 36.2%	129	123	- 4.7%
Closed Sales	26	29	+ 11.5%	87	97	+ 11.5%
Median Sales Price*	\$314,275	\$285,000	- 9.3%	\$304,450	\$290,000	- 4.7%
Inventory of Homes for Sale	95	75	- 21.1%	--	--	--
Months Supply of Inventory	2.8	2.0	- 29.6%	--	--	--
Cumulative Days on Market Until Sale	34	38	+ 11.7%	65	47	- 27.0%
Percent of Original List Price Received*	98.9%	97.8%	- 1.1%	97.3%	97.7%	+ 0.4%
New Listings	60	53	- 11.7%	186	178	- 4.3%

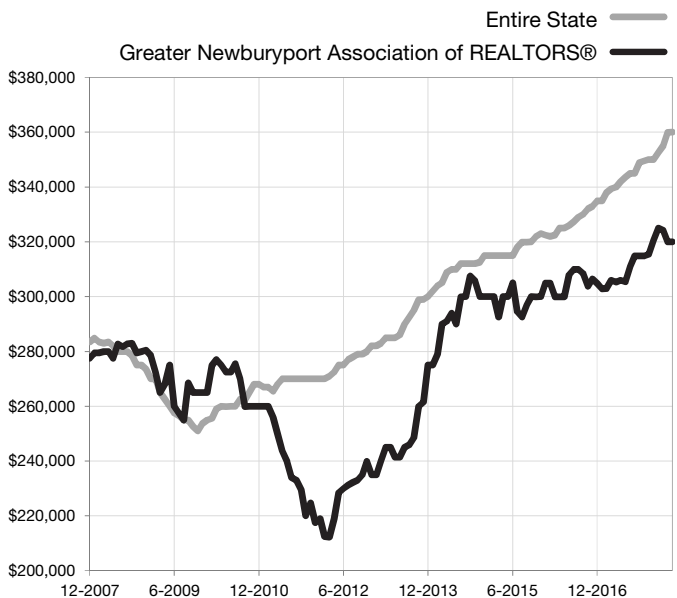
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

+ 7.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 24.0%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 36.8%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	251	323	+ 28.7%	883	918	+ 4.0%
Closed Sales	198	210	+ 6.1%	702	690	- 1.7%
Median Sales Price*	\$215,000	\$250,050	+ 16.3%	\$217,500	\$235,500	+ 8.3%
Inventory of Homes for Sale	768	504	- 34.4%	--	--	--
Months Supply of Inventory	3.2	2.1	- 36.0%	--	--	--
Cumulative Days on Market Until Sale	87	70	- 18.8%	96	73	- 23.7%
Percent of Original List Price Received*	95.3%	97.8%	+ 2.7%	94.9%	97.4%	+ 2.6%
New Listings	366	379	+ 3.6%	1,132	1,065	- 5.9%

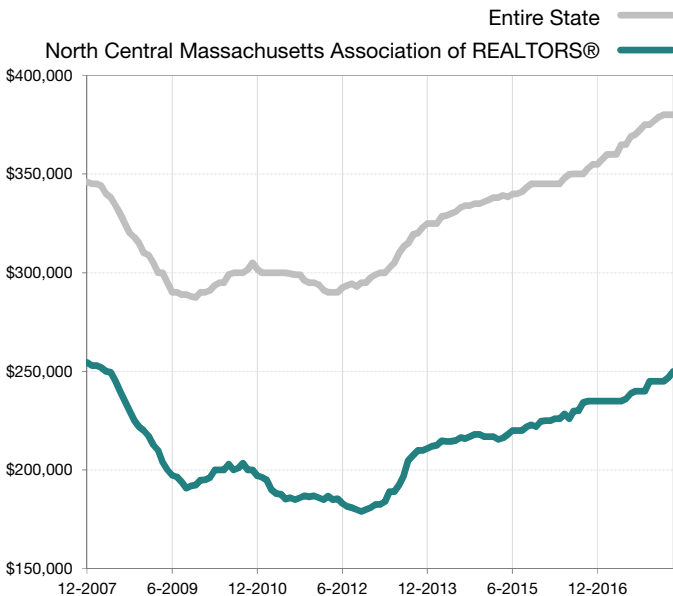
Condominium Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	33	36	+ 9.1%	141	149	+ 5.7%
Closed Sales	30	35	+ 16.7%	106	120	+ 13.2%
Median Sales Price*	\$152,450	\$187,000	+ 22.7%	\$152,670	\$187,150	+ 22.6%
Inventory of Homes for Sale	116	55	- 52.6%	--	--	--
Months Supply of Inventory	3.4	1.5	- 55.6%	--	--	--
Cumulative Days on Market Until Sale	48	60	+ 26.5%	90	73	- 19.2%
Percent of Original List Price Received*	95.2%	98.0%	+ 2.9%	95.8%	97.9%	+ 2.1%
New Listings	41	33	- 19.5%	179	165	- 7.8%

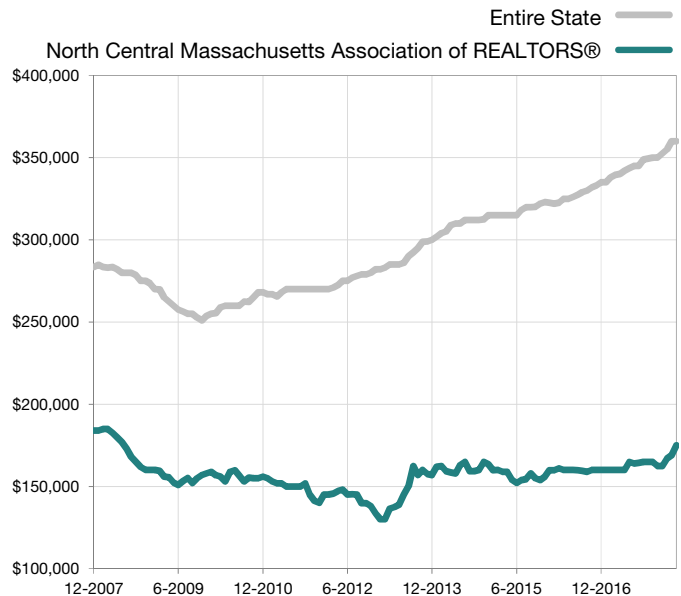
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 1.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 11.6%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 25.4%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	344	386	+ 12.2%	1,144	1,150	+ 0.5%
Closed Sales	262	262	0.0%	972	932	- 4.1%
Median Sales Price*	\$400,000	\$440,000	+ 10.0%	\$399,950	\$427,000	+ 6.8%
Inventory of Homes for Sale	732	544	- 25.7%	--	--	--
Months Supply of Inventory	2.1	1.6	- 23.8%	--	--	--
Cumulative Days on Market Until Sale	57	53	- 6.6%	62	62	+ 0.9%
Percent of Original List Price Received*	98.4%	99.4%	+ 1.0%	97.1%	97.9%	+ 0.8%
New Listings	497	529	+ 6.4%	1,459	1,392	- 4.6%

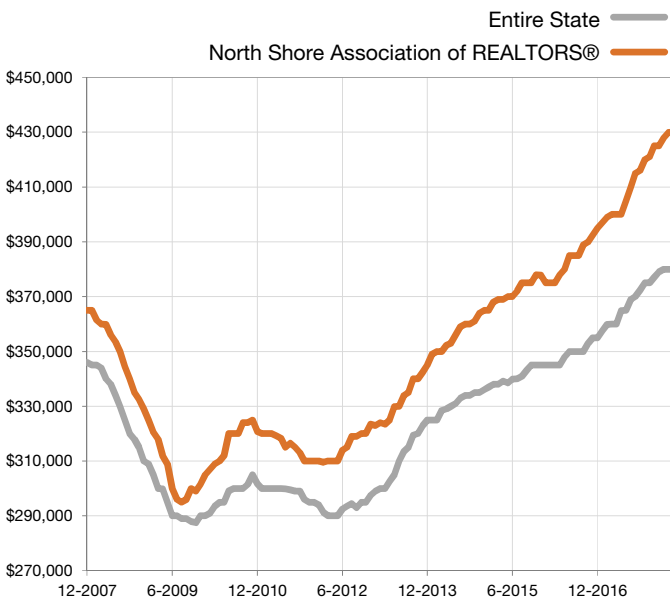
Condominium Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	170	191	+ 12.4%	603	616	+ 2.2%
Closed Sales	140	145	+ 3.6%	527	474	- 10.1%
Median Sales Price*	\$280,000	\$285,000	+ 1.8%	\$281,107	\$292,250	+ 4.0%
Inventory of Homes for Sale	284	214	- 24.6%	--	--	--
Months Supply of Inventory	1.7	1.3	- 22.8%	--	--	--
Cumulative Days on Market Until Sale	68	45	- 34.4%	68	53	- 22.5%
Percent of Original List Price Received*	98.1%	99.1%	+ 1.0%	97.8%	98.6%	+ 0.8%
New Listings	213	257	+ 20.7%	711	703	- 1.1%

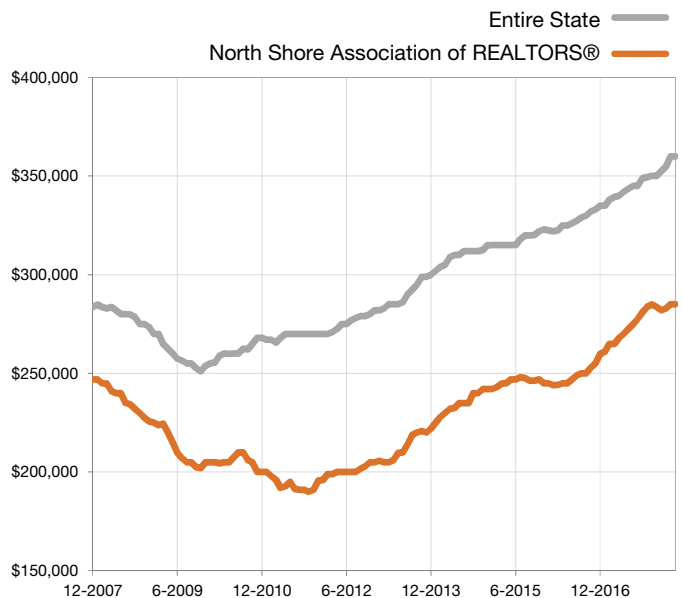
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 18.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.8%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 24.8%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	351	407	+ 16.0%	1,118	1,207	+ 8.0%
Closed Sales	228	274	+ 20.2%	864	916	+ 6.0%
Median Sales Price*	\$386,250	\$430,000	+ 11.3%	\$379,950	\$407,000	+ 7.1%
Inventory of Homes for Sale	610	436	- 28.5%	--	--	--
Months Supply of Inventory	1.9	1.3	- 29.8%	--	--	--
Cumulative Days on Market Until Sale	60	51	- 15.3%	68	57	- 16.2%
Percent of Original List Price Received*	99.6%	100.1%	+ 0.6%	98.4%	98.4%	+ 0.0%
New Listings	441	492	+ 11.6%	1,382	1,390	+ 0.6%

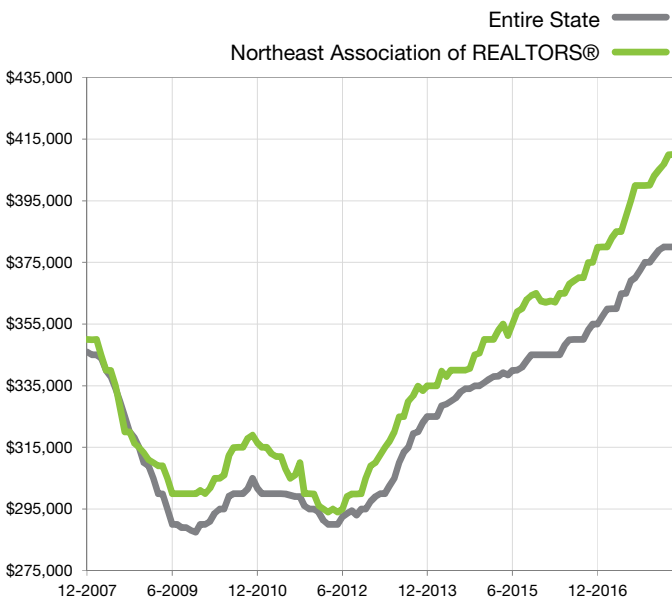
Condominium Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	149	173	+ 16.1%	500	556	+ 11.2%
Closed Sales	106	120	+ 13.2%	410	407	- 0.7%
Median Sales Price*	\$227,500	\$225,000	- 1.1%	\$210,000	\$234,900	+ 11.9%
Inventory of Homes for Sale	224	191	- 14.7%	--	--	--
Months Supply of Inventory	1.6	1.4	- 9.9%	--	--	--
Cumulative Days on Market Until Sale	41	36	- 12.0%	51	48	- 5.1%
Percent of Original List Price Received*	100.1%	101.2%	+ 1.1%	99.1%	99.8%	+ 0.7%
New Listings	172	226	+ 31.4%	602	656	+ 9.0%

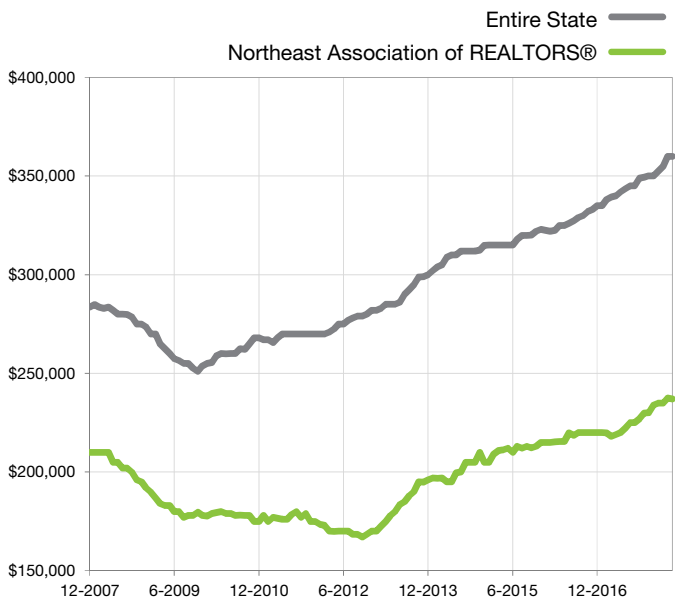
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

+ 2.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.4%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 28.8%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	665	753	+ 13.2%	2,047	2,128	+ 4.0%
Closed Sales	438	437	- 0.2%	1,524	1,509	- 1.0%
Median Sales Price*	\$275,000	\$293,500	+ 6.7%	\$265,000	\$285,000	+ 7.5%
Inventory of Homes for Sale	1,447	1,074	- 25.8%	--	--	--
Months Supply of Inventory	2.7	1.9	- 26.8%	--	--	--
Cumulative Days on Market Until Sale	76	59	- 21.5%	80	69	- 14.1%
Percent of Original List Price Received*	97.9%	98.4%	+ 0.5%	96.5%	97.2%	+ 0.7%
New Listings	824	954	+ 15.8%	2,616	2,533	- 3.2%

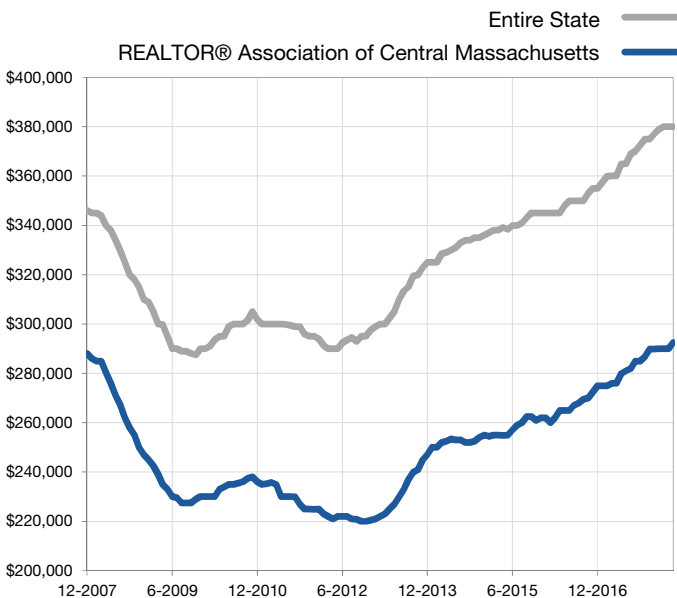
Condominium Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	124	189	+ 52.4%	496	535	+ 7.9%
Closed Sales	107	119	+ 11.2%	408	385	- 5.6%
Median Sales Price*	\$206,250	\$224,900	+ 9.0%	\$196,000	\$212,000	+ 8.2%
Inventory of Homes for Sale	390	234	- 40.0%	--	--	--
Months Supply of Inventory	2.9	1.7	- 41.3%	--	--	--
Cumulative Days on Market Until Sale	76	57	- 24.4%	78	61	- 22.8%
Percent of Original List Price Received*	98.0%	98.8%	+ 0.8%	96.7%	98.1%	+ 1.4%
New Listings	191	213	+ 11.5%	665	604	- 9.2%

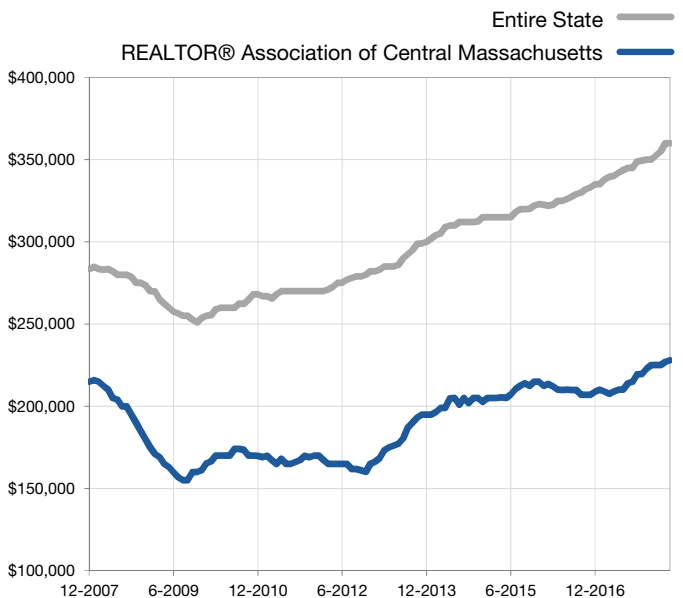
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 6.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 12.4%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 31.7%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	578	674	+ 16.6%	1,835	1,948	+ 6.2%
Closed Sales	411	376	- 8.5%	1,413	1,447	+ 2.4%
Median Sales Price*	\$194,000	\$214,100	+ 10.4%	\$190,000	\$202,000	+ 6.3%
Inventory of Homes for Sale	1,832	1,258	- 31.3%	--	--	--
Months Supply of Inventory	3.7	2.5	- 33.2%	--	--	--
Cumulative Days on Market Until Sale	95	78	- 18.5%	100	85	- 14.5%
Percent of Original List Price Received*	95.3%	96.1%	+ 0.8%	94.3%	95.0%	+ 0.8%
New Listings	862	826	- 4.2%	2,483	2,330	- 6.2%

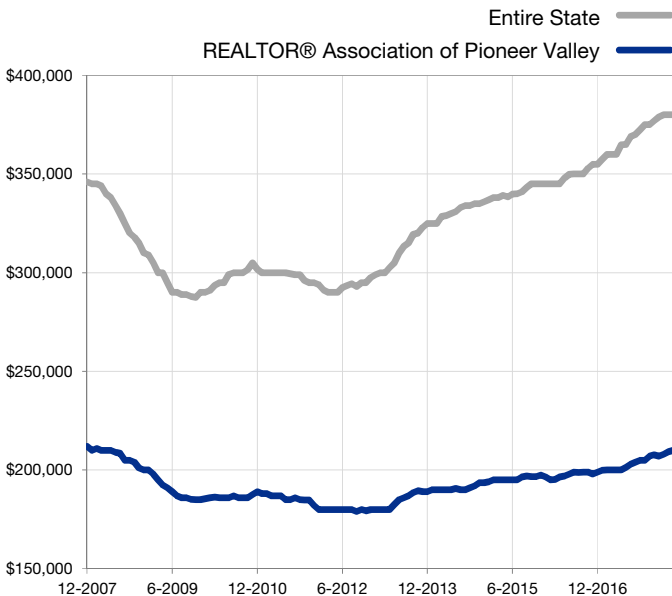
Condominium Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	76	109	+ 43.4%	246	291	+ 18.3%
Closed Sales	44	50	+ 13.6%	210	199	- 5.2%
Median Sales Price*	\$138,950	\$160,700	+ 15.7%	\$146,500	\$155,000	+ 5.8%
Inventory of Homes for Sale	320	212	- 33.8%	--	--	--
Months Supply of Inventory	4.5	2.9	- 36.5%	--	--	--
Cumulative Days on Market Until Sale	128	81	- 36.7%	138	98	- 28.7%
Percent of Original List Price Received*	95.3%	96.9%	+ 1.7%	94.6%	96.4%	+ 1.9%
New Listings	125	115	- 8.0%	363	329	- 9.4%

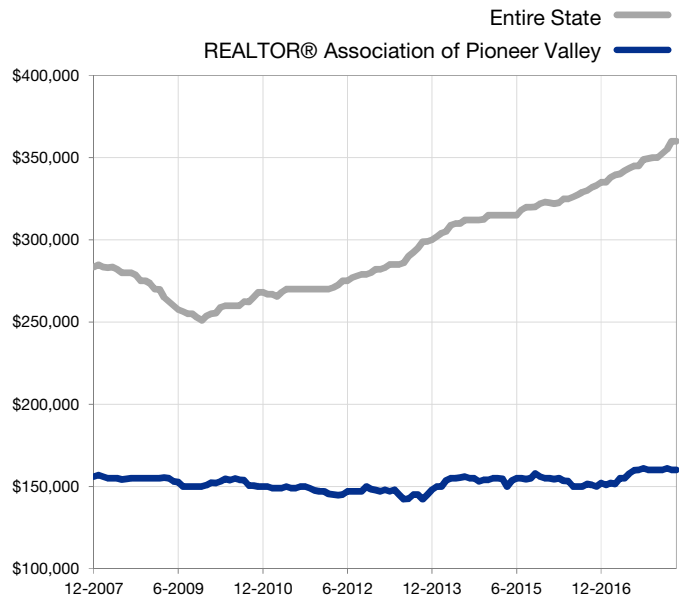
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

- 10.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.3%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 24.5%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	466	520	+ 11.6%	1,562	1,566	+ 0.3%
Closed Sales	353	318	- 9.9%	1,294	1,187	- 8.3%
Median Sales Price*	\$301,000	\$325,200	+ 8.0%	\$283,400	\$300,000	+ 5.9%
Inventory of Homes for Sale	1,260	933	- 26.0%	--	--	--
Months Supply of Inventory	3.0	2.2	- 24.4%	--	--	--
Cumulative Days on Market Until Sale	72	65	- 10.3%	75	73	- 3.1%
Percent of Original List Price Received*	97.3%	97.2%	- 0.1%	97.1%	96.6%	- 0.4%
New Listings	649	663	+ 2.2%	2,039	1,901	- 6.8%

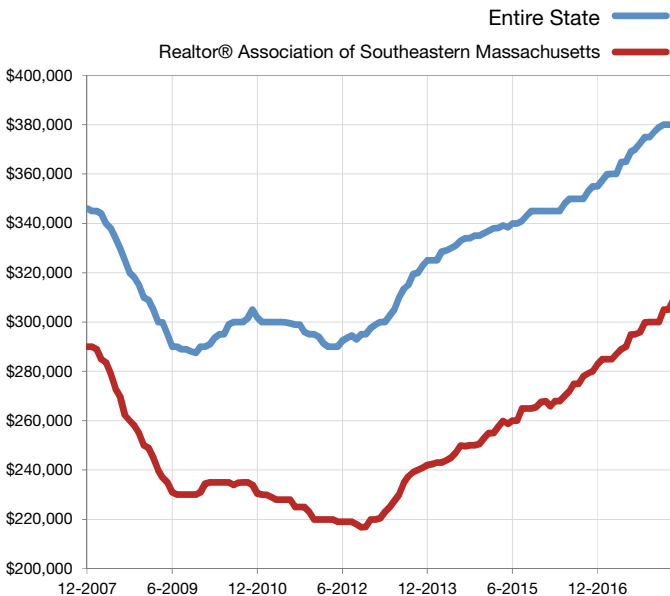
Condominium Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	75	97	+ 29.3%	278	270	- 2.9%
Closed Sales	71	62	- 12.7%	231	202	- 12.6%
Median Sales Price*	\$179,000	\$197,000	+ 10.1%	\$186,000	\$199,000	+ 7.0%
Inventory of Homes for Sale	143	126	- 11.9%	--	--	--
Months Supply of Inventory	2.0	1.8	- 12.9%	--	--	--
Cumulative Days on Market Until Sale	69	42	- 38.9%	67	56	- 17.3%
Percent of Original List Price Received*	97.8%	97.9%	+ 0.2%	98.0%	97.8%	- 0.2%
New Listings	76	110	+ 44.7%	319	313	- 1.9%

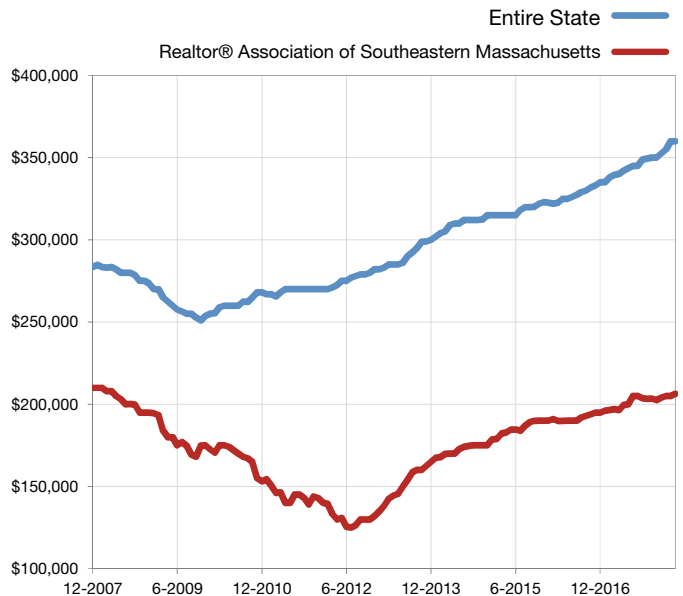
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore REALTORS®

+ 7.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.9%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 28.3%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	566	648	+ 14.5%	1,778	1,938	+ 9.0%
Closed Sales	386	402	+ 4.1%	1,395	1,411	+ 1.1%
Median Sales Price*	\$399,438	\$457,250	+ 14.5%	\$390,000	\$424,950	+ 9.0%
Inventory of Homes for Sale	1,426	1,018	- 28.6%	--	--	--
Months Supply of Inventory	2.9	2.0	- 30.4%	--	--	--
Cumulative Days on Market Until Sale	76	64	- 16.1%	82	72	- 12.4%
Percent of Original List Price Received*	97.1%	99.3%	+ 2.2%	96.5%	97.4%	+ 0.9%
New Listings	818	908	+ 11.0%	2,457	2,344	- 4.6%

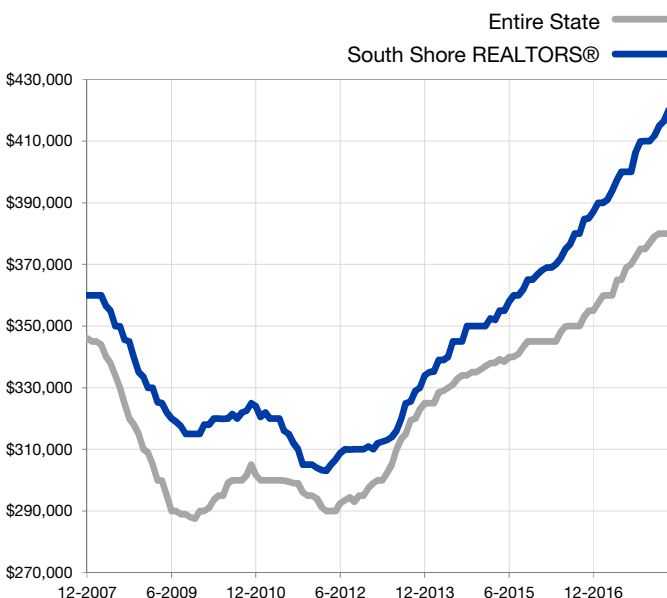
Condominium Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	182	207	+ 13.7%	630	648	+ 2.9%
Closed Sales	104	125	+ 20.2%	431	458	+ 6.3%
Median Sales Price*	\$285,000	\$315,000	+ 10.5%	\$280,000	\$305,625	+ 9.2%
Inventory of Homes for Sale	422	307	- 27.3%	--	--	--
Months Supply of Inventory	3.0	1.9	- 36.9%	--	--	--
Cumulative Days on Market Until Sale	74	67	- 10.1%	71	60	- 16.5%
Percent of Original List Price Received*	98.0%	100.0%	+ 2.0%	97.4%	98.9%	+ 1.5%
New Listings	205	254	+ 23.9%	826	783	- 5.2%

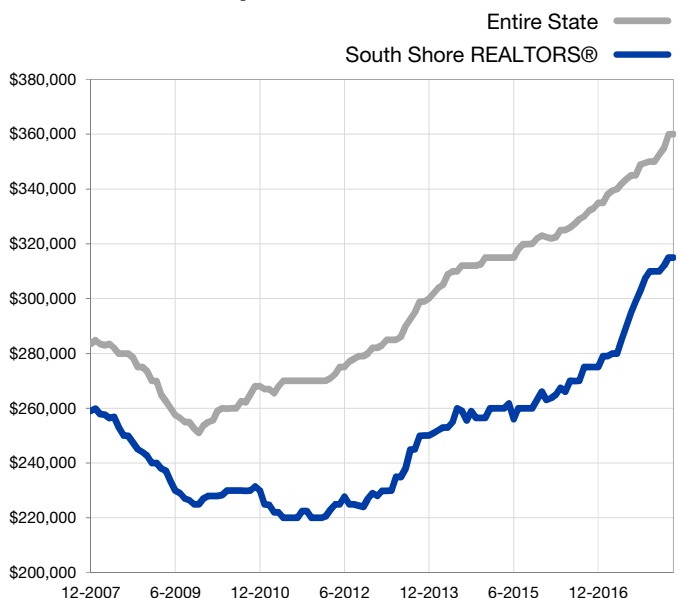
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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